

# **Oregon Trade Finance Guide** 2004 edition

*The purpose of this guide is to provide exporters in Oregon with current information on local, regional and national export assistance resources with an emphasis on export financing. Publication does not constitute an endorsement by the Portland USEAC nor by the federal government of any listed organizations.*

## **Table of Contents**

### **I> FINANCE RESOURCES**

Introduction .....	2
♦ Banks: Small Business Lending .....	3
♦ SBA's Export Loan Programs .....	4
♦ International Banking Services .....	5
♦ Non-Bank Lenders .....	6
♦ Foreign Credit Insurance .....	7
♦ Export Import Bank .....	8
♦ Overseas Private Investment Corporation .....	9
♦ Multi-Lateral Development Banks and World Bank .....	10
♦ U.S. Trade Development Agency .....	11
♦ Commodity Credit Corporation .....	12
♦ Credit Reports on Overseas and Domestic Companies .....	13
♦ Finance & Venture Capital Firms .....	14-15

### **II> LOCAL RESOURCES**

• State of Oregon .....	16-17
Economic & Community Development Department; International Division; Department of Agriculture; Int'l AG Marketing; AG Testing Lab, Portland	
• Small Business International Trade Center .....	18
• Small Business Development Centers .....	19-20
• Oregon Extension Manufacturing Partnership .....	21
• Service Corps of Retired Executives .....	22

### **III> FEDERAL RESOURCES**

♦ U.S. Export Assistance Center, Portland .....	23
♦ U.S. Government Export Licensing Agencies .....	24
♦ ATA Carnet .....	25
♦ U.S. Small Business Administration, Portland .....	26-27
♦ U.S. Department of Agriculture / WUSATA .....	28
♦ U.S. Agency for International Development / GTN .....	29

### **VI> EXPORT SERVICES**

♦ Accounting Services .....	30
♦ Freight Forwarders / Customhouse Brokers .....	31-32
♦ Legal Services .....	33
♦ Translation Services .....	34

### **VII> APPENDIX**

♦ Trade Associations .....	35-38
----------------------------	-------

## INTRODUCTION to Finance Resources Section

### Export Trade Financing Issues

*Questions related to export financing may pertain to methods of payment, comparisons of payment options, risk assessment and mitigation, how to structure a transaction, how to find local contacts for export financing or how to apply for an SBA export loan.*

- ❖ The first, the **method of payment** may involve documentary letters of credit, documentary collections, wire transfers, or foreign currency exchange. The International Departments of major banks (pg 5) assist the exporter with these services and can provide technical advice to assist a firm in getting paid for overseas sales, Letter of Credit drafting or review, etc.
- ❖ The second area is **financing the export transaction cycle**; this means identifying a source for the working capital to fund the export transaction. It may be pre-shipment financing for the production cycle (materials, inventory, labor), post-shipment financing to extend credit terms, or both. Typically, such financing is available from the commercial lending departments of a bank, particularly the bank's Small Business Lending Divisions. Several banks that provide such financing are listed in this guide (pg.3). A few banks provide export financing through their international banking departments for corporate customers and larger transactions; early stage exporters will need a government-guaranty, i.e., from SBA, in order to get financing.
- ❖ The third area is risk mitigation when **extending credit to overseas buyers**. Included in this guide are credit agencies that will assist you in evaluating buyer risk, as well as insurance agencies that will provide insurance on overseas accounts receivable. See the listing of brokers in the section on Foreign Credit Insurance (pg 7).
- ❖ The fourth element in trade finance that may be an issue, especially for larger transactions, is **buyer financing**. The Export-Import Bank of the United States (EXIM Bank) has a number of programs that can assist buyers of U.S. exports (pg.8). For agricultural / commodity financing, the U.S. Department of Agriculture can assist.

## SMALL BUSINESS LENDING DIVISIONS

### *Banks Offering SBA's Export Finance Programs*

*For small businesses, the best way to access transaction financing is through a bank's Small Business Lending Division. Export businesses which are not yet bankable [less than 3 years in operation] may be able to get financing if the export loan is guaranteed by the SBA.*

*Banks which participate in SBA's Export Working Capital Loan program in Oregon:*

#### **Bank of Clark County**

15<sup>th</sup> & Washington  
Vancouver, WA 98666-1725  
Contact: Daryl Horowitz  
Tel: (360) 906.9514

#### **Key Bank, N.A.**

5075 SW Griffith Dr., Ste 150  
Beaverton, OR  
Contact: Dan Mogck, District Sales Mgr.  
Tel: 503.626.5190

#### **Pacific Continental Bank**

222 SW Columbia, Ste 1650  
Portland, OR 97201  
Contact: Mark Garrison  
Tel: (503) 350.5341

#### **Pinnacle Bank**

8880 Nimbus Avenue, Suite D  
Beaverton, OR 97008  
Tel: (503) 644-3000

#### **ShoreBank Pacific**

721 NW 9<sup>th</sup>, Ste 230  
Portland, OR 97209  
Contact: David Williams  
Tel: (877) 326-4326

#### **Umpqua Bank**

P.O. Box 23397  
Portland, OR 97281  
Contact: Kevin Cruikshank  
Tel: (971) 544-1118

#### **Washington Mutual**

Jeffrey Hilderbrand  
851 SW 6<sup>th</sup> Avenue, Suite 375  
Portland, OR 97204  
Tel: (503) 231.3026

#### **Washington Mutual**

600 Hawthorne  
Salem, OR 97309  
Contact: Michael Fowler  
Tel: (503) 316.8094

#### **Washington Mutual**

3545 Gateway Street  
Springfield, OR 97477  
Contact: Terry Vilhauer  
Tel: (541) 741.7500

#### **Washington Mutual**

P.O. Box 1055  
Coos Bay, OR 97420  
Contact: Chris Christofer  
Tel: (541) 269.4253

#### **West Coast Bank**

1000 SW Broadway, Suite 1100  
Portland, OR 97205  
Contact: Jerry Burns  
Tel: (503) 279.318

## SBA's EXPORT FINANCE PROGRAMS

<http://www.sba.gov/oit/finance/index.html>

*The U.S. Small Business Administration (SBA) offers lenders a federal guarantee to support export financing to small businesses when the export business is not bankable. SBA guaranteed loans may not exceed \$2 million and the maximum guarantee per company is \$1 million. Interest rates for SBA loans are market-based. SBA fees vary by loan maturities, terms and amounts; a personal guaranty may be required and other conditions may apply.*

*SBA loans for export financing include transaction financing, start-up and market development loans and long term loans for construction, expansion or equipment financing.*

**Note:** In 2004, standard SBA loans are capped at \$750,000 per loan (A & C, listed below).

### A. **Export Working Capital Program**

For single transactions or multiple sales [line of credit], the Export Working Capital Program (EWCP) provides loans to cover pre-shipment or post-shipment working capital or a combination of both:

- **Pre-shipment:** to manufacture goods, to purchase finished goods or services for export.
- **Post-shipment:** to finance receivables from export sales (up to 180 days).
- **Combination:** to finance both the acquisition or production of export goods and services and the resulting accounts receivable.

### B. **Export EXPRESS**

For a variety of export financing uses, i.e., marketing, transactions, equipment, expansion, etc., up to \$250,000, the Export Express loan is available through SBA Express Lenders. They offer expedited review and processing and quick turn around from SBA.

### C. **International Trade Loan Program**

Limited to fixed asset uses, i.e., construction, buildings, equipment, etc., this program offers long term financing up to \$1 million to support growing export businesses. When used in combination with an EWCP loan for working capital, SBA's guaranteed loan amount can increase to \$1.25 million.

### D. **504 Loan Program**

Major business expansion, equipment, construction and modernization financing for longer terms [10 or 20 years] and fixed rates based on U.S. Treasury notes is available through SBA designated CDCs (Community Development Corporation) and requires at least 10% equity participation by the borrower.

**Contact:** Inga Fisher Williams, Regional Export Finance Manager  
 U.S. SMALL BUSINESS ADMINISTRATION  
 U.S. Export Assistance Center, One World Trade Center  
 121 SW Salmon St., Suite 242; Portland OR 97204  
 Tel: (503) 326-5498                      [inge.mcneese@sba.gov](mailto:inge.mcneese@sba.gov)

## INTERNATIONAL BANKING SERVICES

*To access international banking services, i.e., opening and negotiating export or import documentary letters of credit, assistance with documentary collections, wire transfers and foreign exchange, contact the international divisions of major banks. An early inquiry, best before negotiating the method of payment, helps to find out about pricing for services, correspondent banking relationships and the scope of each bank's services.*

### **Bank of America**

Global Trade Services  
Vincent Korreia  
121 SW Morrison, Suite 700  
Portland, OR 97204  
Tel: (503) 279-3498  
[vincent.a.korreia@bankofamerica.com](mailto:vincent.a.korreia@bankofamerica.com)

### **Bank of the West**

International Banking Division  
Brooke Park  
401 SW Fifth Avenue  
Portland, OR 97204  
Tel: (503) 225-1746  
Fax: (503) 225-1799

### **KeyBank National Association**

Global Trade Services  
Oskar Karok  
601 108<sup>th</sup> Ave. NE, 3<sup>rd</sup> Floor  
602 P.O. Box 90  
603 Bellevue, WA 98004  
Tel: (425) 709-4332  
Fax: (425) 709-4334  
[oskar\\_j\\_karok@keybank.com](mailto:oskar_j_karok@keybank.com)

### **Wells Fargo HSBC The Trade Bank**

Marcus Hall, Manager  
1300 SW Fifth Avenue, MACP 6101-132  
Portland, OR 97201  
Tel: (503) 886-3991  
Fax: (503) 886-4698  
[hallmark@wellsfargo.com](mailto:hallmark@wellsfargo.com)

### **Union Bank of California**

Trade Service Operations  
Terri Kunkel, Manager  
407 SW Broadway  
Portland, OR 97205  
Tel: (503) 225-2819  
Fax: (503) 225-2957  
[terri.kunkel@uboc.com](mailto:terri.kunkel@uboc.com)

### **U.S. Bank National Association**

International Division  
Spiro Papadimos, VP  
111 SW Fifth Avenue  
Portland, OR 97228-6979  
Tel: (503) 275-4347  
Fax: (503) 275-3437  
[spiro.papadimos@usbank.com](mailto:spiro.papadimos@usbank.com)

### **Washington Mutual**

International Banking Division  
Brian Purcell  
1201 3<sup>rd</sup> Avenue, Suite 1000  
Seattle, WA 98101  
Tel: (206) 461-6724  
1-888-310-2452  
[brian.purcell@wamu.net](mailto:brian.purcell@wamu.net)

### **Columbia Bank**

International Banking  
Kathy Peterman, VP & Manager  
1102 Broadway Plaza  
P.O. Box 2156  
Tacoma, WA 98401-2156  
Tel: (253) 305-0816  
Fax: (253) 272-0105  
[kpeterman@columbiabank.com](mailto:kpeterman@columbiabank.com)

## NON-BANK LENDERS

*Transaction financing from non-bank lenders may assist companies that are not able to qualify for bank financing or government-guaranteed loans.*

### **Cascadia Revolving Fund**

Raymond Lanza-Weil, Manager  
936 SE Ankeny  
Portland, OR 97214  
Tel: (503) 235-9635  
Fax: (503) 235-1233  
Email: [raymond@cascadiafund.org](mailto:raymond@cascadiafund.org)  
[www.cascadiafund.org](http://www.cascadiafund.org)

### **Willamette Financial Services**

Herm Roberts, owner  
11535 SW Durham Road  
Portland, OR 97224  
Tel: (503) 639-6171  
Fax: (503) 639-6231  
<http://www.leasewfs.com>

### **Production Finance International, LLC**

*Central Region:*  
4054 McKinney Avenue, Ste 212  
Dallas, TX 75204  
Tel: (214) 219-2000  
*Pacific Region:*  
Clay Freeman  
Tel: (425) 776-3536  
Fax: (425) 778-6691  
[clayf@productionfinance.com](mailto:clayf@productionfinance.com)  
[www.productionfinance.com](http://www.productionfinance.com)

### **The Commercial Finance Group**

Roy Getty  
4747 SW Kelly Avenue, Suite 100  
Portland, OR 97239  
Tel: (503) 223-3101  

- Factoring
- Revolving line
- P.O. (vendor) financing
- Foreign A/R with insurance
- A/R management programs

### **King Trade Capital**

Eric Fenmore  
3700 Campus Dr., Ste.201  
Newport Beach, CA 92660  
Tel: 1-800-540-0302  
Fax: (949) 756-8171

### **MFR Funding Group.**

Bart Finmore  
62 Columbia  
Rancho Mirage, CA 92270  
Tel: (760) 324-1516  

- P.O. Financing
- Letters of Credit
- Import Finance

[www.mfr.net](http://www.mfr.net)

## EXPORT CREDIT INSURANCE

*Export Credit Insurance is specialized insurance to protect against non-payment due to the commercial and/or country risk when selling on open account terms into export markets. Commercial coverage protects against a buyer's nonpayment and political coverage protects against default due to war or adverse sovereign actions. Export credit insurance may give exporters a competitive advantage of offering open account terms. Lenders will often add insured accounts receivables to a customer's borrowing base, thereby increasing the availability of working capital financing.*

*Private sector and government insurance programs are offered through brokers. The EXIM Bank offers a special rate for small business exporters. Here is a list of brokers active in the Pacific Northwest and Montana:*

### **Atradius**

Michael Lee  
7700 SW Millerglen Dr.  
Aloha, OR 97006  
Tel: (503) 649-7722  
Fax: (503) 649-7753  
[michael.lee@atradius.com](mailto:michael.lee@atradius.com)

### **Coface North America**

Victor Sharpe  
9900 SW Greenburg Rd, Suite 245  
Portland, OR 97223-5405  
Tel: (503) 624-6800  
Fax: (503) 624-5700  
[www.coface.com](http://www.coface.com)

### **Euler Hermes**

Tim Huber  
Matawan, NJ 07747  
2001 6<sup>th</sup> Ave  
Seattle, WA 98121  
Tel: (206) 441-7080  
[www.eulerhermes.com](http://www.eulerhermes.com)

### **Export Risk Management**

Stu Schechter  
21 Union St.  
Tel: (732) 566-1664  
Fax: (732) 441-9585

### **International Risk Consultants, Inc.**

Ken Carraro  
2526 SW Boundary St.  
Portland, OR 97201  
Tel: (503) 246-0483  
Fax: (503) 246-0482  
[kcarraro@irc/group.com](mailto:kcarraro@irc/group.com)  
[www.irc/group.com](http://www.irc/group.com)

### **MERIDIAN**

Gary Mendell  
12304 Santa Monica Blvd  
Los Angeles, CA 90025  
Tel: (310) 442-3600  
Fax: (310) 207-2810  
[gmendell@meridianfinance.com](mailto:gmendell@meridianfinance.com)  
[www.meridianfinance.com](http://www.meridianfinance.com)

### **NaviTrade Structured Finance LLC**

Brent F. Hoots  
The Lockwood Building  
198 2<sup>nd</sup> Avenue  
PO Box 413  
Niwot, CO 82544  
Tel: (303) 652-2400  
Fax: (303) 652-3535  
[www.navitrade.com](http://www.navitrade.com)

### **Risk Services, Inc. of Oregon**

Ernest L. Kangas  
1211 S.W. Fifth Ave., Ste 600  
Portland, OR 97204-2822  
Tel: (503) 306-2822  
Fax: (503) 223-2380  
[Ernie\\_kangas@ars.aon.com](mailto:Ernie_kangas@ars.aon.com)

---

### **Export-Import Bank Policy**

#### **Small Business Export Credit Insurance**

[http://www.exim.gov/products/insurance/small\\_bus\\_multi\\_buyer.html](http://www.exim.gov/products/insurance/small_bus_multi_buyer.html)

---

## Export Import Bank of the United States

<http://www.exim.gov>

*The Export Import Bank of the United States (EXIM Bank) is the primary U.S. agency charged with providing financing support for American exports through credit risk protection and lending or loan guaranty programs.*

EXIM Bank programs fall primarily into three categories:

- 1) Working Capital Guaranty Program (see also SBA's EWCP program)
- 2) Loan guarantees to foreign buyers of U.S. goods and services
- 3) Credit insurance on open account sales (see Export Credit Insurance, pg 7)

For small exporters, see special Small Business Export Credit Insurance at

<http://www.exim.gov/products/insurance/index.html>

**Contact:**      **Eximbank field representative for Oregon**  
San Francisco Office  
Tel: (415) 705-2285  
Fax: (415)705-1156

**Eximbank, Western Regional Office**  
David W. Josephson, Director  
One World Trade Center, Suite 1670  
Long Beach, CA 90831  
Tel:   (562) 980-4585  
Fax:   (562) 980-4590

EXIM Bank's toll-free hotline, **1-800-565-EXIM**, provides information on seminars and the programs available to finance the sale of U.S. goods and services abroad.



## OVERSEAS PRIVATE INVESTMENT CORPORATION

<http://www.opic.gov>

*The Overseas Private Investment Corporation (OPIC) provides project financing, loan guarantees or insurance on foreign investments and a variety of investor services for U.S. companies in some 140 developing nations and emerging economies throughout the world.*

- 1) Finance** - To foster investment, OPIC offers medium- and long-term project financing. Direct loans are available for projects sponsored by American small businesses. For large projects, OPIC will guarantee loans to projects sponsored by U.S. investors, starting at \$2 million per project. OPIC also sponsors several funds offering equity capital for investment projects in targeted countries.
- 2) Insurance** - To mitigate the risks of investing overseas, OPIC insures U.S. investments against political violence, inconvertibility of currency, and expropriation. OPIC also offers stand-alone terrorism insurance for up to 10 years at fixed annual premiums.
- 3) Investor Services** - For companies considering overseas investment, OPIC offers a variety of fee-based services including feasibility studies, investment missions, a database of business opportunities, and business outreach.

### Contact:

#### General Information

Tel: (202) 336-8400

#### Program Information

Tel: (202) 336-8627

#### OPIC Investment and Development

Virginia Green

Tel: (202) 336-8470

[vgreen@opic.gov](mailto:vgreen@opic.gov)

#### Insurance

Red Morris, VP

Tel: (202) 336-8582

[Rmorr@opic.gov](mailto:Rmorr@opic.gov)

#### OPIC Small Business Hotline

Tel: (202) 336-8690/8744

1-800-225-5722

Fax: (202)33-8701

[ins.sbg@opic.gov](mailto:ins.sbg@opic.gov)

[smallbiz@opic.gov](mailto:smallbiz@opic.gov)

#### Small Business Liaison

Rashmi Nehra

Tel: (202) 336-8602

[Rnehra@opic.gov](mailto:Rnehra@opic.gov)

## MULTILATERAL DEVELOPMENT BANKS (MDB)

The U.S. Department of Commerce assists U.S. firms with information on MDB-funded project opportunities, ensuring that project information is available on a timely basis. Liaison officers located in each of these institutions identify projects at the earliest stage possible and serve as advocates for U.S. bidders. Registry in the DACON system is required for consultants to be eligible to bid on MDB projects. The MDBs assist primarily developing countries in financing social and economic infrastructure and privatization projects.

Subscription fees for individual bank publications and on-line information services may apply. For subscriptions to MDB publications contact each bank directly.

### African Development Bank

<http://www.afdb.org>

Kim Cash, Program Assistant/AFDB  
Regional Directors Office, ANESA  
U.S. Commercial Service  
14<sup>th</sup> and Constitution Ave., NW  
Washington, D.C. 20036  
Tel: (202) 482-5516  
Fax: (202) 482-5179

### Asian Development Bank

<http://www.adb.org>

Mr. Stewart Ballard  
Senior Commercial Officer  
Email: [Stewart.Ballard@mail.doc.gov](mailto:Stewart.Ballard@mail.doc.gov)  
Office: [manila.adb.office.box@mail.doc.gov](mailto:manila.adb.office.box@mail.doc.gov)  
25/F Ayala Life/FGU Center  
6811 Ayala Ave., Makati City 1226  
Philippines  
Tel: (63-2) 887 1345/1346  
Fax: (63-2) 887 1164

### European Bank for Reconstruction & Development

<http://www.ebrd.org>

Ms. Alice Davenport  
Senior Commercial Officer  
Email: [Alice.Davenport@mail.doc.gov](mailto:Alice.Davenport@mail.doc.gov)  
U.S. Commercial Liaison Office to the EBRD  
CS-EBRD, Box 33  
American Embassy  
24 Grosvenor Square  
London W 1A 1AE  
Tel: (44) 20 7588-8490  
Fax: (44) 20 7588-8443

### Inter-American Development Bank

<http://www.iadb.org>

Mr. Gene Harris, Director  
Commercial Liaison Office  
Email: [Gene.Harris@mail.doc.gov](mailto:Gene.Harris@mail.doc.gov)  
Ms. Barbara White  
Commercial Liaison  
Email: [Barbara.White@mail.doc.gov](mailto:Barbara.White@mail.doc.gov)  
Commercial Liaison Office to the IDB  
Office of the US Executive Director  
1300 New York Avenue, NW  
Mail Stop E 0209  
Washington, DC 20577  
Tel: (202) 623-3821/3822  
Fax: (202) 623-2039

---

### World Bank

<http://www.worldbank.org>

Mr. William Crawford, Director  
Commercial Liaison Office  
E-mail: [Wcrawford@worldbank.org](mailto:Wcrawford@worldbank.org)  
Office of the U.S. Executive Director  
1818 H Street, NW  
Washington, DC 20433  
Tel: (202) 458-0120 / 0118  
Fax: (202) 477-2967

---

## U.S. TRADE DEVELOPMENT AGENCY

<http://www.tda.gov>

*The U.S. Trade Development Agency (TDA) provides grants to foreign countries for feasibility studies and other planning services for major projects in those countries. U.S. companies or consortia must perform TDA-funded studies. The host country plays an active role in developing the scope of work for the study, selecting (on a competitive basis) the U.S. firm to complete it, and then monitoring the progress of the study. By participating in a TDA-funded study, a U.S. company is usually able to establish a presence in the country and initiate what could well develop into a long-term relationship with host country officials and project managers leading to additional business opportunities.*

*TDA operates in developing and middle-income countries. The types of projects that TDA funds include are energy and natural resource development, transportation, telecommunications, and the environment. TDA reviews project proposals to determine whether they meet project criteria, e.g., being an economic development priority for the country, creating U.S. export potential, and falling within funding availability.*

### **Other TDA Activities:**

#### **Definitional Missions**

Once a promising project is identified, TDA hires an assessment team made up of U.S. technical experts to conduct a definitional mission (DM). DM studies are frequently performed by small and minority-owned businesses. The purpose of DMs are to compile information critical to TDA's internal selection process. Based on the advice of the DM team, among other factors, TDA determines whether to offer a grant for the feasibility study. DM consultants are precluded from participating in TDA-funded feasibility studies.

The DM hotline number is: **(703) 875-7447/4357.**

#### **Feasibility Studies**

TDA funds studies to determine the technical, economic and financial feasibility of major development projects. Feasibility studies provide detailed data that support decisions on whether and how to proceed with project implementation. Host countries using competitive procedures select feasibility study contractors.

Requests for proposals are listed in *Commerce Business Daily*.

\*For on-line information on *Commerce Business Daily*, please go to <http://cbdnet.access.gpo.gov>

#### **TDA Bi-Weekly**

TDA publishes a newsletter called the *TDA Bi-Weekly*, which provides U.S. suppliers and manufacturers with up-to-date information on TDA supported projects. Small businesses may identify subcontracting opportunities through the publication. To sign up for a subscription go to <http://www.tda.gov/pipeline/index.html>

**COMMODITY CREDIT CORPORATION**  
**FOREIGN AGRICULTURAL SERVICE, USDA**

<http://www.fas.usda.gov>

Export credit guarantees for purchases of US agricultural commodities are offered through a variety of programs available through the Commodity Credit Corporation. Coverage is typically 98% of the port value of the export item. Two major programs provide coverage for short term and medium term credits:

- (a) GSM 102 – for a period of 6 months to 3 years and
- (b) GSM 103 -- for more than 3 years

Under both programs, CCC underwrites credit extended by the private US banking sector for food and agricultural products sold to foreign buyers using dollar-denominated irrevocable letters of credit. The letters of credit must be opened by a CCC-approved foreign bank. Any product must be 100% US origin; manufactured inputs, i.e., pesticides, fertilizers, machinery, etc., are not covered.

Steps for Reviewing CCC' Export Credit Guarantee Program Eligibility:

1. Identify current CCC coverage for export product and target country
2. Identify banks in importing country that are CCC approved.
3. Identify participating US bank.
4. Request letter of credit for transaction from eligible foreign bank
5. Apply for CCC approval

**Contact:** Anne Keplinger  
 (202) 720-3277

---

- **The National Bank of Cooperatives** is very active in financing agricultural exports using USDA programs.

**Contact:** **CoBank, International Division**  
 Candace Roper  
 Tel: (303) 740-4054  
 P.O. Box 5110  
 Denver, CO 80217

- **Farmers Financial Services**, Boca Raton, LA

**Contact:** **Charles Vichery**  
 Tel: (561) 338-6848, ext. 202

## SOURCES FOR CREDIT REPORTS

<http://www.creditworthy.com/providers>

### On Foreign Companies

#### **Credit Reform**

Verband der Vereine Creditreform E.V.  
Germany  
<http://www.creditreform.com>

#### **Dun and Bradstreet**

<http://www.dnb.com>  
Customer Service:  
(800)234-3976

Local Contact:

#### **Matt Jackel**

825 NE Multnomah, Ste 905  
Portland, OR 97232

#### **Graydon America, Inc.**

<http://www.graydonamerica.com>

#### **JI International Inc.**

<http://www.jiintl.com>

#### **Kreller Business Information Group**

<http://www.kreller.com>

#### **Owens Online Inc.**

<http://www.owensonline.com>

#### **Veritas Business Information Inc**

<http://www.veritas-usa.com>  
For small business access point,  
ECIDA (716) 856-6525

### On US Companies

#### **Equifax Canada Inc**

<http://www.equifax.ca>

#### **Experian**

<http://www.experian.com>  
[smallbusiness@experian.com](mailto:smallbusiness@experian.com)

#### **National Association of Credit Management \*)**

Kathy Linscott  
7931 NE Halsey, Suite 200  
Portland, OR 97213  
Ph: (971) 230-1164  
Fax: (503) 257-0247

\*) A free service, if requested  
by a government agency.

## Finance Companies

### **Advanced Mortgage Resources**

6400 SW Canyon Ct., # 100

Portland, OR 97221

Tel: 503.292.7999

Fax: 503.291.0222

- direct lender and full service Mortgage Broker
- residential, investment, construction & commercial loans for purchase
- credit lines
- second mortgages
- borrower education

### **BFI Business Finance**

10260 SW Greenburg Rd., #400

Phil Carman

Portland, OR 97223

Tel: 503.293.7395

Fax: 503.293.7396

- lines of credits of \$50,000 to \$2,000,000 to businesses where bank financing is inadequate or unavailable
- work with start up companies facing super-normal growth or turnaround situations
- work with manufactories, distributors and service companies
- asset based lenders using Accounts Receivable Inventory, and or equipment as collateral

### **Merchant Capital**

P.O. Box 19069

Portland, OR 97280-0069

Tel: 503.525.4365

Fax: 503.525.4366

Email: [info@merchantcapital.net](mailto:info@merchantcapital.net)

[www.merchantcapital.net](http://www.merchantcapital.net)

- Specializes in equipment financing and leasing for young and fast-growing companies
- Extensively with start-up companies in most industries, typically providing funding from \$10 K to \$2 Million
- All types of equipment considered
- Extended terms and non-standard plans

### **Capital Associates**

2594 East Barnett Road, Suite C

Jim Botsford

Medford OR, 97504

Tel: 541.773.3377

Fax: 541.773.3407

- provide businesses with solution to their cash flow needs through the purchase of their accounts receivable
- provide international and domestic trade financing backed by pre-sold orders
- work with start-ups, rapid growth, and high leveraged companies

## Venture Capital Companies

### **Columbia Management**

SW 6th Ave  
Portland, OR 97201  
Tel: 503.295.0111

- Provide investment services perspective for corporations, unions, organizations and through its family of mutual funds, individual shareholders
- Financial industry leaders

### **Fluke Venture Partners**

11400 SE 6<sup>th</sup> St., Ste.230  
Bellevue, WA 98004  
Tel: 425.453.4590  
Fax: 425.453.4675

- Venture capital firm
- Invests in early and later stage companies located in the Pacific Northwest
- Primary preferences include information technology, health science, specialty retail and companies providing innovative service

### **OVP**

5550 SW Macadam, Suite 300  
Portland, OR 97234  
Tel: 503.697.8766  
Fax: 503.697.8863

- Leading technology-focused venture capital firm in the Pacific Northwest
- Equity investments in early stage companies

### **Veber Partners**

605 NW 11<sup>th</sup> Ave.  
Portland, OR 97204  
Contact: Gayle Veber  
Tel: 503.345.5480  
Fax: 503.227.5067

- Private Investment Banking for Northwest Companies
- Financial Advisory Services
- Raising capital, company sales, strategic partnering, ownership transitions, financial restructuring, strategic decision-making for mid-market companies

### **Pacific Horizon Ventures, Inc.**

1001 4<sup>th</sup> Ave Plaza, #4105  
Seattle, WA 98154  
Tel: 206.682.1181  
Fax: 206.682.8077

- Invests in venture-stage technology companies in the life science industry
- Actively seeking early stage opportunities in North America

### **Marsh USA**

111 SW Columbia, #500  
Portland, OR 97201  
Tel: 503.248.6400

- Leading international risk consulting, insurance and reinsurance brokering, employee benefits and financial services groups
- Dedicated to achieving increased value for its clients, through quality, innovation and profitable investment

### **D.A. & Davidson & Co.**

Norman B. Buffett, Managing Director  
Two Centerpointe Dr, Suite 400  
Lake Oswego, OR 97035-8629  
Tel: 503.603.3069  
Fax: 503.603.3065  
www.dadco.com

- Regional investment bank raising capital and selling businesses for corporate clients in the Pacific Northwest and Rocky Mountain States
- Provide custom corporate financial solutions
- Registered broker/dealer with the Security and Exchange Commission, Member of the National Association of Securities Dealers and the Securities Investor Protection Corporation

## STATE OF OREGON

<http://www.econ.state.or.us>

### Oregon Economic & Community Development Department (OECDD)

775 Summer Street NE  
Salem, OR 97301  
Tel: (503) 986-0110  
Fax: (503) 581-5115

#### Business Finance, OECDD

Mark Huston, Manager  
775 Summer Street NE  
Salem, OR 97301  
(503) 986-0165

#### International Division, OECDD

Mike Doyle, Director  
One World Trade Center, Suite 300  
121 SW Salmon St  
Portland, OR 97204

### Oregon Department of Agriculture (ODA)

Development & Marketing Division  
Dalton Hobbs, Administrator  
Marketing Services  
1207 NW Naito Parkway, Suite 104  
Portland, OR 97209-2832  
Tel: (503) 872-6600  
Fax: (503) 872-6601

#### ODA Export Service Center

(Assistance and Testing)  
Jeff Hyatt, Export Lab Manager  
1207 NW Naito Parkway  
Portland, OR 97209  
Tel: (503) 872-6630  
Fax: (503) 872-6615

#### Oregon Dept. of Agriculture, Main Office

Katy Coba, Director  
635 Capitol Street, NE  
Salem, OR 97301-2532  
Tel: (503) 986-4551  
Fax: (503) 986-4747

#### International Division, OECDD <http://www.econ.state.or.us/oregontrade/programs.htm>

*Helping Oregon business and industries compete globally is the primary focus of the International Division. Trade managers, specialists in global marketing with private sector experience, assist Oregon companies to develop and expand their export markets.*

*Markets of particular focus include Japan, Korea, Taiwan, the European Union, China, Mexico, Canada, ASEAN and Mercosur. State representatives located in China, Taiwan, Japan, Korea, the United Kingdom and Mexico help industry sectors and individual companies develop and foster important business and government contacts. Trade managers [pg.17] help Oregon companies with the following:*

- Preliminary market assessment
- Qualified agents and distributors search
- Direct sales opportunities and project bidding opportunities
- Company background investigation
- Industry specific analysis
- One-on-one business meetings and matchmaking
- Overseas trade leads
- International trade shows
- Trade mission
- Product seminars
- Consultation on government policy and regulation
- Grant funds for official trade missions and trade shows overseas



**STAFF****International Division, OECDD****CHINA**

Youqing Ma  
 Trade Manager  
 (503) 229-6062  
[youqing.ma@state.or.us](mailto:youqing.ma@state.or.us)

**TAIWAN AND SOUTHEAST ASIA**

Sunun Setboonsarng  
 Trade Manager  
 (503) 229-6057;  
[sunun.s.setboonsarng@state.or.us](mailto:sunun.s.setboonsarng@state.or.us)

**EUROPE AND THE MIDDLE EAST**

Craig Burk  
 Trade Manager  
 (503) 229-6053  
[craig.burk@state.or.us](mailto:craig.burk@state.or.us)

**THE AMERICAS AND AFRICA**

Samuel Saenz  
 Trade Manager  
 (503) 229-6060  
[samuel.saenz@state.or.us](mailto:samuel.saenz@state.or.us)

**JAPAN AND KOREA**

Junichi Shibatani  
 Trade Manager  
 (503) 229-6055  
[junichi.shibatani@state.or.us](mailto:junichi.shibatani@state.or.us)

**INTERNATIONAL PROGRAMS**

Patty McWayne  
 International Program Coordinator  
 (503) 229-6056  
[patty.e.mcwayne@state.or.us](mailto:patty.e.mcwayne@state.or.us)

**ADMINISTRATION**

Julie Donnaloia  
 Executive Assistant  
 (503) 229-6051  
[julie.donnaloia@state.or.us](mailto:julie.donnaloia@state.or.us)

**INTERNATIONAL DIVISION  
ADMINISTRATION,  
INITIATIVES AND STRATEGIES**

Michael Doyle  
 International Division, Director  
 (503) 229-6054  
[mike.doyle@state.or.us](mailto:mike.doyle@state.or.us)

## SMALL BUSINESS INTERNATIONAL TRADE CENTER

<http://internationaltrade.pcc.edu>

*The Small Business International Trade Center is a specialized Small Business Development Center to provide start-up assistance to import and export businesses. The program is jointly sponsored by the U.S. Small Business Administration, Portland Community College and the State of Oregon.*

*The Small Business International Trade Center provides education, training and counseling to small businesses in Oregon in order to help them succeed in international trade. The office is located in Portland; however, the program is state-wide.*

*The training programs are offered year round, on fixed schedules.*

- **FIRST FRIDAY Seminar**

A three hour introduction to federal, state and local resources, including private sector export support resources. Offered four times per year. Call for dates and locations. Fee \$20.00.

- **TRADE TUESDAY Series**

The series covers the major topics of exporting. Offered as single sessions or a series. For fee and schedule information call the Small Business International Trade Center.

- **International Business Management Certificate Program**

A ten-month certificate program designed to teach the essential elements of international business management. Sessions are for 3 hours, one evening per month; program includes 30 hours of business counseling. Call for dates, location and fees.

**Contact:** Small Business International Trade Center  
Dana Shannon  
International Business Counselor  
[Dhannon@pcc.edu](mailto:Dhannon@pcc.edu)

Small Business International Trade Center  
Tom Lowles, Director  
[Tlowles@pcc.edu](mailto:Tlowles@pcc.edu)

**Office:** One World Trade Center  
121 SW Salmon Street, Suite 205  
Portland, OR 97204  
Tel: (503) 274-7482  
Fax: (503) 228-6350

## OREGON SMALL BUSINESS DEVELOPMENT CENTER NETWORK

<http://www.bizcenter.org>

### BLUE MOUNTAIN CC

ART HILL, Director  
2411 N.W. CARDEN  
MORROW HALL-M-11  
PENDLETON OR 97801  
(541) 276-6233 Fax 276-6819  
1-888-441-7232 (Toll Free Within Oregon)  
[ahill@bluecc.edu](mailto:ahill@bluecc.edu)

### CENTRAL OREGON CC

BETH WICKHAM, Director  
2600 NW COLLEGE WAY  
BEND, OR 97701  
(541) 383-7290 Fax 317-3445  
[bwickham@cooc.edu](mailto:bwickham@cooc.edu)

### CHEMEKETA CC

JIMMIE WILKINS, Director  
365 FERRY STREET SE  
SALEM OR 97301  
(503) 399-5088 Fax 581-6017  
[jimmiew@chemeketa.edu](mailto:jimmiew@chemeketa.edu)

### CLACKAMAS CC

TIM SHEA, Director  
7736 SE HARMONY ROAD  
MILWAUKIE OR 97222  
(503) 656-4447 Fax 650-7358  
[shea@europa.com](mailto:shea@europa.com)

### CLATSOP CC

GREG PANICHELLO, Director  
1761 N HOLLADAY DRIVE  
SEASIDE OR 97138  
(503) 738-3347 Fax 738-7843  
[panic@bizcenter.org](mailto:panic@bizcenter.org)

### COLUMBIA GORGE CC

BOB COLE, Director  
400 E SCENIC DRIVE, SUITE 257  
THE DALLES OR 97058  
(541) 298-3118 Fax 298-3119  
[bcole@cgcc.cc.or.us](mailto:bcole@cgcc.cc.or.us)

### EASTERN OREGON UNIVERSITY GREG SMITH, DIRECTOR

### LINN-BENTON CC

DENNIS SARGENT, Director  
6500 SW PACIFIC BLVD.  
ALBANY OR 97321  
(541) 917-4923 Fax 917-4831  
[dennis.sargent@linnbenton.edu](mailto:dennis.sargent@linnbenton.edu)

### MT. HOOD CC

DON KING, Director  
323 NE ROBERTS STREET  
GRESHAM OR 97030  
(503) 491-7658 Fax 666-1140  
[donking@teleport.com](mailto:donking@teleport.com)

### OREGON COAST

GUY FAUST, Director  
1206 S.E. 48<sup>th</sup> STREET  
LINCOLN CITY OR 97367  
(541) 994-4166 Fax 996-4958  
Newport Office:  
(541) 265-2283 x122 Fax 265-3820  
[guyfaust@hotmail.com](mailto:guyfaust@hotmail.com)

### OREGON INSTITUTE OF TECHNOLOGY

JAMIE ALBERT, Director  
3201 CAMPUS DR., BOIVIN HALL #119  
KLAMATH FALLS OR 97601  
(541) 885-1760 Fax 885-1761  
[albertj@oit.edu](mailto:albertj@oit.edu)

### PORTLAND CC

TOM LOWLES, Director  
2025 Lloyd Center  
Portland, OR 97232  
(503) 978-5080 Fax:288-1366  
[tlowles@pcc.edu](mailto:tlowles@pcc.edu)

### ROGUE CC

JOHN LOPEZ, DIRECTOR  
214 SW FOURTH STREET  
GRANTS PASS OR 97526  
(541) 956-7494 Fax 471-3589  
[jlopez@roguecc.edu](mailto:jlopez@roguecc.edu)

### SMALL BUSINESS INTERNATIONAL TRADE OFFICE (SBITO)

*Oregon Trade Finance Guide & Resource Information for Export Assistance, 2004 edition  
U.S Export Assistance Center, Portland – U.S. Small Business Administration, Portland District Office*

ONE UNIVERSITY BLVD.  
LA GRANDE, OR 97850-2899  
(541) 962-1532 Fax (541) 962-1532  
[gregory.smith@eou.edu](mailto:gregory.smith@eou.edu)

**LANE CC**

JIM LINDLY, DIRECTOR  
1445 WILLAMETTE ST. STE 1  
EUGENE OR 97401  
(541) 463-5255 Fax 687-0627  
[lindlyj@lanecc.edu](mailto:lindlyj@lanecc.edu)

**SOUTHWESTERN OREGON CC**

JON RICHARDS, Director  
2455 Maple Leaf Lane  
NORTH BEND, OR 97459  
(541) 756-6866 Fax (541) 756-5735  
[jonbdc@uci.net](mailto:jonbdc@uci.net)

**TILLAMOOK BAY CC SD**

JIM CASEY, Director  
2510 First Street  
TILLAMOOK OR 97141  
(503) 842-8222 Ext 101 Fax 842-2214  
[jcasey@tbcc.cc.or.us](mailto:jcasey@tbcc.cc.or.us)

**TREASURE VALLEY CC**

ANDREA TESTI, Director  
650 COLLEGE BLVD.  
ONTARIO OR 97914  
(541) 881-8822 Ext 356 Fax 881-2743  
[atesti@tvcc.cc](mailto:atesti@tvcc.cc)

**UMPQUA CC**

TERRY SWAGERTY, Director  
2555 N.E. DIAMOND LAKE BLVD.  
ROSEBURG OR 97470  
(541) 672-2535 Fax 440-4607  
[terry.swagerty@umpqua.edu](mailto:terry.swagerty@umpqua.edu)

TOM LOWLES, Director  
2025 Lloyd Center  
PORTLAND OR 97232  
(503) 978-5080 Fax 228-6350  
[tlowles@pcc.edu](mailto:tlowles@pcc.edu)

**SOUTHERN OREGON UNIVERSITY**

LIZ SHELBY, Director  
332 WEST SIXTH STREET  
MEDFORD OR 97501  
(541) 772-3478 Fax 734-4813  
[shelby@sou.edu](mailto:shelby@sou.edu)

-----

**STATE OF WASHINGTON -  
SMALL BUSINESS DEVELOPMENT CENTER**

WASHINGTON STATE UNIVERSITY  
JANET A. HARTE, Director  
12000 NE 95<sup>th</sup> STREET, SUITE 504  
VANCOUVER, WA 98682  
(360) 260-6372 Fax (360) 260-6369  
[harte@vancouver.wsu.edu](mailto:harte@vancouver.wsu.edu)

-----

**OREGON STATE SBDC NETWORK HQs**

BILL CARTER, STATE DIRECTOR  
[carterb@lanecc.edu](mailto:carterb@lanecc.edu)  
CHRISTINE KRYGIER, ASSOC. DIR  
(541) 463-5250 Fax 345-6006  
[krygierc@lanecc.edu](mailto:krygierc@lanecc.edu)

-----

## OREGON MANUFACTURING EXTENSION PARTNERSHIP

<http://www.omep.org>

*The Oregon Manufacturing Extension Partnership offers on-site consulting to manufacturing companies regarding manufacturing procedures, new technologies, quality control, energy and resource efficiency and best practices.*

### Specialty Areas:

- Value Stream Mapping
- Visual Workplace
- Set up Reduction
- Cellular Manufacturing
- Pull System
- Total Preventive Maintenance
- Activity based costing (ABC)
- ECommerce
- Facility Planning

Experienced consultants with specific industry knowledge work directly with the company staff; deliver services in concert with other state and local partners to help businesses compete in a global economy.

**Contacts:** Patrick Murphy  
18640 NW Walker Road, Suite 1052  
Beaverton, OR 97006  
Tel: (503) 725-2660  
Fax: (503) 725-2661

Charlie Martin  
Portland Development Commission  
Tel: (503) 823-3242

## SERVICE CORPS OF RETIRED EXECUTIVES [ SCORE ]

*The Service Corps of Retired Executives (SCORE) is a nationwide, 13,000 member volunteer association sponsored by the U.S. Small Business Administration. SCORE matches volunteer business management counselors with clients in need of expert advice for business development questions. One of the most helpful services offered by SCORE to individuals interested in starting an export business is the advice on the basics starting a business in Oregon. For 'export-ready' businesses, other resources are listed in the index. SCORE can be a good first stop for an individual or a small firm interested in exploring the first steps involved in export and international trade, through access to the SBA Business Resource Center, located in the Portland SBA District Office. Electronic Counseling via INTERNET Email can be done via <http://www.score.org>*

**For an individual counseling appointment, contact the closest SCORE Chapter address listed below.  
When calling, please ask for "SCORE Counseling."**

### **SCORE Chapter #11:**

1515 SW Fifth Avenue, Suite 1050  
Portland, OR 97201-5494  
(503) 326-3441  
Fax: (503) 326-2808  
[scorepdx@wa-net.com](mailto:scorepdx@wa-net.com)

### **SCORE Chapter #269:**

132 West Main (P.O. Box 969)  
Medford, OR 97501  
(541) 776-4220  
Fax: (541) 776-4220  
[pgl34f@prodigy.com](mailto:pgl34f@prodigy.com)

Coos County	(541) 269-0215
Curry County	(541) 247-7526
Douglas	(541) 672-2648
Jackson	(541) 776-4220
Josephine	(541) 776-4220
Klamath	(541) 776-4220
Lake	(541) 776-4220
Siskiyou County CA	(530) 842-1649

### **SCORE Chapter #416:**

c/o Chamber of Commerce  
1401 Willamette St  
Eugene, OR 97401  
(541) 465-6600  
Fax: (541) 484-4942  
[9:30 am - 1:30 p.m. M-F]  
[pgl34e@prodigy.com](mailto:pgl34e@prodigy.com)

### **SCORE Chapter #460:**

P.O. Box 4024  
Salem, OR 97302-1024  
(503) 370-2896  
[pgl34d@prodigy.com](mailto:pgl34d@prodigy.com)

### **Satellite Office:**

Linn Benton Community College  
Attn: TBD Center  
6500 Pacific Blvd SW  
Albany, OR 97321  
Albany/Corvallis (541) 917-4923  
Fax: (541) 917-4831

### **SCORE Chapter #480:**

c/o Bend Chamber of Commerce  
63085 N Hwy. 97  
Bend, OR 97701  
(541) 382-3221  
Fax: (541) 385-9929 (Attn: SCORE)

### **SCORE Chapter #566:**

PO Box 8900  
Vancouver, WA 98668  
(360) 699-1079  
[pgl34c@prodigy.com](mailto:pgl34c@prodigy.com)

### **Satellite Office:**

1563 Olympia Way  
Longview, WA 98632  
(360) 423-8400

## U.S. EXPORT ASSISTANCE CENTER, PORTLAND

<http://www.buyusa.gov/pnw/portland.html>

*For export ready companies, the Portland U.S. Export Assistance Center represents a "one-stop-shop" for comprehensive export assistance and access to U.S. government export marketing and export finance programs. The Center combines programs and staff of the Commercial Service of the U.S. Department of Commerce, Commercial Service and the U.S. Small Business Administration.*

### **MARKETING ASSISTANCE**

**503.326.3001**

The staff of the Commercial Service of the U.S. Department of Commerce is part of a worldwide network of Commercial Offices which are dedicated to assisting small and medium-sized companies in the development of international markets. Through the Export Center, local companies can access international trade expertise worldwide to:

- ◆ Research and counseling on identifying appropriate international markets
- ◆ Identifying potential international agents and distributors
- ◆ Participating in international trade exhibitions
- ◆ Qualifying international business partners
- ◆ Developing international documentation
- ◆ E-Commerce Services

### **FINANCING ASSISTANCE**

**503.326.5498**

Staff from the U.S. Small Business Administration at the Export Center offers easy access to:

- ◆ Information on SBA's & U.S. government export finance programs
- ◆ Information & counseling on export financing methods, strategies and programs
- ◆ Loan applications & packaging assistance for the SBA Export Working Capital Program
- ◆ Information about Small Business Divisions of Participating Banks
- ◆ Information on Export Credit Insurance and Brokers

### **Contacts:**

**EAC Director:** Scott Goddin [scott.goddin@mail.doc.gov](mailto:scott.goddin@mail.doc.gov)  
U.S Commercial Service

**International Trade Specialists:** Brad Anderson [brad.anderson@mail.doc.gov](mailto:brad.anderson@mail.doc.gov)  
Allan Christian [allan.christian@mail.doc.gov](mailto:allan.christian@mail.doc.gov)  
Gail Snyder [gail.snyder@mail.doc.gov](mailto:gail.snyder@mail.doc.gov)  
Jennifer Woods [jennifer.woods@mail.doc.gov](mailto:jennifer.woods@mail.doc.gov)

**Sr. National Field Support Specialist:** Elizabeth Varga

**Regional Export Finance Manager:** Inga Fisher Williams [inge.mcneese@sba.gov](mailto:inge.mcneese@sba.gov)  
U.S. Small Business Administration

**Office:** One World Trade Center, 121 SW Salmon Street, Suite 242  
Portland, Oregon 97204  
Tel: 503.326.3001 / Fax: 503.326.6351

## EXPORT LICENSING AND REGULATORY CONTROL AGENCIES

*There is no separate “export business license” and most products can be shipped without special approval by the U.S. government. Exceptions are exports to prohibited countries, prohibited entities (businesses or individuals) and prohibited products or goods that require an export license. Goods that need a special, called ‘validated’, license are usually so-called ‘dual use’ products that have a military application.*

### **Export-Import Bank of the United States**

#### ◆ COUNTRY LIMITATION SCHEDULE

[www.exim.gov/tools/country/country\\_countrylimits.htm](http://www.exim.gov/tools/country/country_countrylimits.htm)

*Prohibited countries are shown with footnote #7.*

---

### **U.S. Department of Treasury,**

#### ◆ OFFICE OF FOREIGN ASSETS CONTROL [www.ustreas.gov/ofac](http://www.ustreas.gov/ofac)

*The International Money Laundering Abatement and Anti-Terrorism Act makes it illegal for U.S. businesses to trade with prohibited entities and individuals. Check for updated listings online.*

---

### **U.S. Department of Commerce**

#### ◆ BUREAU OF INDUSTRY AND SECURITY

[www.bxa.doc.gov](http://www.bxa.doc.gov) or [www.bis.doc.gov](http://www.bis.doc.gov)

*Provides information on licensing of shipments, classification of products or regulations for controlled products and countries, applications for ‘validated’ license of controller products.*

### **Contact:**

U.S. Department of Commerce, Bureau of Industry and Security  
Western Regional Office  
3300 Irvine Ave. , Suite 345,  
Newport Beach, California  
Tel: (949) 660-0144, ext. 112  
Fax: (949) 660-9347

---

### **U.S. Department of State**

#### ◆ DIRECTORATE OF DEFENSE TRADE CONTROLS

[www.pmdtc.org](http://www.pmdtc.org)

*For military products, weapons, munitions and some gun components, the U.S. State Department has jurisdiction. For product classification and licensing information and new paperless arms export license application, contact the web site or:*

### **U.S. Department of State, Directorate of Defense Trade Controls**

2201 C Street, NW  
Washington, D.C. 20520  
Tel: (202) 647-4000



## ATA CARNET

<http://atacarnet.com> Or <http://www.uscib.org>

*The Carnet allows for temporary duty free customs clearance of commercial samples, professional equipment and items for exhibitions and fairs into more than 75 countries around the world. Carnets eliminate the payment of VAT and duties and act as a U.S. Customs registration. They can be used for unlimited trips for a period of up to one year.*

*Carnets are now available online. Online Carnet applications make a 24-hour turnaround possible without an expedited service fee. Check the site shown above and click on ATA Carnet Export Service.*

**Contact:** U.S. Council for International Business  
Tel: (212) 703-5087  
Mrea@uscib.org

## US SMALL BUSINESS ADMINISTRATION, Portland District Office

<http://www.sba.gov/or>  
<http://www.sba.gov/or/itresources.html>

*The U.S Small Business Administration offers loan guarantees for all types of business loans. The loans may be used for start-up or expansion capital, working capital and fixed asset financing.*

*Other non-export program assistance, i.e., Minority Enterprise Development, Women Entrepreneur or Veterans enterprises, or information on government contracting is also available through the Portland SBA Office.*

*Targeted for exporters is the International Trade loan which provides up to \$1 million in fixed asset financing and up to \$1 million in export working capital with the total loan not to exceed \$1.25 million. The Export Express Loan Program is for smaller loans up to \$250,000 and may be used for market development, trade shows, equipment or export transactions. The Export Working Capital Program (EWCP) provides loans for export transaction financing up to \$1 million (see page 4).*

NOTE: During 2004, general SBA loans are capped at \$750,000.

### Contact for Business Loan Information:

Sue Richardson  
 Business Service Center Representative  
 US Small Business Administration  
 Portland District Office  
 1515 SW Fifth Avenue  
 Portland, OR 97201-5494  
 Tel: (503) 326-2682

### Contact Export Financing:

Inga Fisher Williams  
 Regional Export Finance Manager  
 U.S. Small Business Administration  
 US Export Assistance Center, Portland  
 Tel: (503) 326-5498  
[inge.mcneese@sba.gov](mailto:inge.mcneese@sba.gov)

## BUSINESS RESOURCE CENTER

*The Portland Business Resource Center offers businesses access to information in a large variety, i.e., books, periodicals, video and on-line. Computer software programs for business planning, projections, and loan applications are available.*

*The center is located in the SBA District Office; its services are free.*

### Contact:

Service Corps of Retired Executives (SCORE)  
 1515 SW Fifth Avenue, 10<sup>th</sup> floor  
 Portland, OR 97201-5494  
 Tel. (503) 326-3441

**PORTLAND DISTRICT OFFICE  
SMALL BUSINESS FINANCIAL ASSISTANCE**

Do you need money to start your own business or expand an existing business? Would you like to have enough money to see you through your busy season or to cover the inventory needed for that large purchase order or contract? Do you need just a small amount and don't want to deal with a lot of paperwork? Do you export and need market development capital or financing for a shipment? The U.S. Small Business Administration may have just the program for you! Read on for a summary of SBA financial assistance programs.

**NOTE:** During 2004, general SBA loans are capped at \$750,000.

<b>7(a) Guaranty Loan:</b> <ul style="list-style-type: none"> <li>➤ Short- and long-term loans</li> <li>➤ Start-up and existing small businesses, and exporters</li> <li>➤ Available for most business purposes</li> <li>➤ Maximum of \$1,000,000 guaranty by SBA</li> <li>➤ Apply through a commercial lending institution</li> </ul>	<b>504 Loan:</b> <ul style="list-style-type: none"> <li>➤ Long-term, fixed-rate financing</li> <li>➤ Proceeds may be used to acquire real estate, machinery or equipment to expand or modernize</li> <li>➤ Maximum of SBA debenture is \$1.3 million</li> <li>➤ Apply through a certified development company</li> </ul>
<b>Pre-qualification Loan:</b> <ul style="list-style-type: none"> <li>➤ Available to women, minorities, veterans and rural small businesses</li> <li>➤ Prequalify for \$250,000 or less before going to a bank</li> <li>➤ Focus is on applicant's character, credit, experience and repayment ability</li> <li>➤ Apply through an SBA-designated intermediary</li> </ul>	<b>Low Documentation Loan:</b> <ul style="list-style-type: none"> <li>➤ Loan amount of \$150,000 or less</li> <li>➤ Lender provides a one-page application to SBA</li> <li>➤ Focus on strength of the applicant's character, credit history and repayment ability</li> <li>➤ Apply through a commercial lending institution</li> </ul>
<b>Express Loan:</b> <ul style="list-style-type: none"> <li>➤ Maximum loan amount is \$250,000</li> <li>➤ Lenders use mostly their own documents and procedures</li> <li>➤ Export Express Loans for: <ul style="list-style-type: none"> <li>• Market Development</li> <li>• Transactions or Equipment</li> <li>• Bid &amp; Performance Bonds</li> </ul> [Available to all regular Express lenders without additional certification] </li> <li>➤ Extended as pilot through 9/30/2005</li> <li>➤ Apply through a commercial lending institution</li> </ul>	<b>CAPLines Loan:</b> <ul style="list-style-type: none"> <li>➤ Short-term and cyclical working-capital needs</li> <li>➤ Working capital loans include: <ul style="list-style-type: none"> <li>• Seasonal, Contract, Builders, Standard/Small Asset-Based Lines, and Exporting</li> <li>• Available to support labor and material needs; cash cycle financing</li> </ul> </li> <li>➤ Maximum of \$1,000,000 guaranty by SBA</li> <li>➤ Apply through a commercial lending institution</li> </ul>
<b>Micro-Loan:</b> <ul style="list-style-type: none"> <li>➤ Short-term loans of up to \$35,000</li> <li>➤ Proceeds cannot be used to pay existing debts or to purchase real estate</li> <li>➤ Borrowers receive technical assistance</li> <li>➤ Loans made through SBA-sponsored non-profit groups</li> </ul>	

For a list of the participating lenders, pre-qualification intermediaries, micro-lenders and certified development companies in the Oregon district, call (503) 326-2682 or visit our web site at [www.sba.gov/or](http://www.sba.gov/or).

## WESTERN U.S. AGRICULTURAL TRADE ASSOCIATION [WUSATA] U.S. DEPARTMENT OF AGRICULTURE

[www.wusata.org](http://www.wusata.org)

Also See Information on Oregon Department of Agriculture and  
Commodity Credit Corporation, USDA – pg 12

*The Western United States Agricultural Trade Association [WUSATA] is funded by the Foreign Agricultural Service (FAS), USDA, and helps agri-businesses to develop and expand their export sales. WUSATA is one of four non-profit regional trade groups and serves 13 Western States [Alaska, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, **Oregon**, Utah, Washington, Wyoming].*

### PROGRAMS:

- **Company Matching Funds**

Also called 'branded program', it reimburses qualified companies for 50% of the costs of promoting branded products in the foreign market(s) of their choice. Companies must be pre-qualified and may claim reimbursements for half of eligible promotional expenses, i.e., trade shows, travel to international shows, in-store demonstrations, point-of-sale materials, print and broadcast advertising, etc. Pre-qualification worksheets available on the WUSATA web site.

- **Industry Programs**

Two or more companies can participate in industry-wide projects managed jointly by WUSATA staff and marketing specialists from member States' Department of Agriculture. Funded activities include trade missions, trade shows, in-store promotions, market research, trade seminars, etc. Application for funds is through member States' agricultural departments. Individual companies can apply to either WUSATA or their own State's Department of Agriculture, International Division.

- **Export Readiness Seminars**

For new-to-market or new-to-export firms; free advice from technical specialists.

### Contact:

WUSATA  
2500 Main St., Suite 110  
Vancouver, WA 98660-2697  
Tel: (360) 693-3373  
Fax: (360) 693-3464

Andy Anderson, Executive Director  
[andy@wusata.org](mailto:andy@wusata.org)

Bob Gerber, Generic Program  
Director [bob@wusata.org](mailto:bob@wusata.org)

Alexa Byers Hamilton, Branded Program Director  
[alexa@wusata.org](mailto:alexa@wusata.org)

## U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

<http://www.info.usaid.gov>

*The U.S. Agency for International Development (USAID) implements U.S. foreign economic assistance programs in nearly 100 countries throughout the developing world by providing loans and grants to eligible countries to support technical assistance projects and economic development programs which often require the procurement of services and/or commodities from U.S. suppliers.*

*USAID's Center for Trade and Investment Services promotes increased business activity between U.S. businesses and foreign entrepreneurs in Asia, the Near East, Africa, Latin America, Eastern Europe, and the Newly Independent States of the former Soviet Union. CTIS provides information on USAID-financed procurement opportunities.*

**Contact:** USAID  
Tel: (202) 712-4810

U.S. Agency for International Development, Center for Trade and Investment Services  
Washington, DC 20523-0229  
Tel: 1 (800) USAID-4-U

## Global Technology Network (GTN)

<http://www.usgtn.net>

The Global Technology Network (GTN) funded by USAID and implemented by the International Executive Service Corps (IESC), assists companies in international trade with assistance in direct purchases and sales; joint ventures and franchise or licensing agreements.

Interested firms must register to receive a password [online & free] and have access to trade and investment leads.

GTN works in partnership with the US-Asia Environmental Partnership Program [<http://www.usaep.org>] and the Eurasian-American Partnership for Environmentally Sustainable Economies (EcoLinks) [<http://www.ecolinks.org>].

**Contact:** Global Technology Network  
1301 Pennsylvania NW, Suite 925  
Washington, D.C. 20004  
Tel: (202) 628-9750  
[info@usgtn.net](mailto:info@usgtn.net)

**INTERNATIONAL ACCOUNTING FIRMS**

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

**Deloitte & Touche**

111 SW Fifth, Suite 3900  
Portland, OR 97204  
Tel: (503) 222-1341

**Moss Adams**

222 SW Columbia, Suite 400  
Portland, OR 97204  
Tel: (503) 242-1447

**Geffen Mesher & Co, PC**

888 SW 5th, Suite 800  
Portland, OR 97204  
Tel: (503) 221-0141

**Perkins & Co.**

1211 SW Fifth Ave., Suite 1000  
Portland, OR 97204  
Tel: (503) 221-0336

**Isler & Co.**

1300 SW Fifth Ave., Suite 2900  
Portland, OR 97201  
Tel: (503) 224-5321

**Price Waterhouse Coopers**

1300 SW Fifth Ave., Suite 3100  
Portland, OR 97201  
Tel: (971) 544-4000

**KPMG LLP**

1211 SW Fifth Ave. #2000  
Portland, OR 97204  
Tel: (503) 221-6500

**Maginnis & Carey**

220 NW Second, Suite 1000  
Portland, OR 97209  
Tel: (503) 227-0519

## FREIGHT FORWARDERS & CUSTOMHOUSE BROKERS

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

### **Adcom Worldwide**

7941 NE Alberta St.  
Portland, OR 97218  
Tel: (503) 252-3336  
Fax: (503) 252-9283

### **Allports, Inc.**

#### **Dale Wolfer**

6333 NE 112<sup>th</sup> Ave.  
Portland, OR 97220  
Tel: (503) 251-9109  
Fax: (503) 251-9105

### **Associated Global Systems**

5964 NE 87<sup>th</sup>  
Portland, OR 97220  
Tel: (503) 253-6592  
Fax: (503) 253-9350

### **James J. Boyle & Co.**

7505 NE Ambassador Place Ste. B  
Portland, OR 97220  
Tel: (503) 284-0909  
Fax: (503) 284-6902

### **Bax Global**

5330 NE Courier Ct., Suite A  
Portland, OR 97218  
Tel: (503) 284-3298  
Fax: (503) 284-4292

### **Geo. Bush & Co., Inc.**

600 NW Naito Parkway  
Portland, OR 97209  
Tel: (503) 228-6501

### **W.J. Byrne**

8383 NE Sandy Blvd  
Portland, OR 97230  
Tel: (503) 252-6400  
Fax: (503) 252-1970

### **Clearfreight, Inc**

PacWest Center  
1211 SW Fifth Avenue, Suite 2200  
Portland, OR 97204  
Tel: (503) 220-2285  
Fax: (503) 220-2114

### **Coppersmith**

15943 NE Cameron Blvd.  
Portland, OR 97230  
Tel: (503) 249-1400  
Fax: (503) 249-3950

### **DHL Danzas Air & Ocean**

15509 NE Airport Way  
Portland, OR 97230  
Tel: (503) 256-5204  
Fax: (503) 256-2103

### **Eagle Global Logistics**

Judy Haggin  
8830 NE Alderwood Road  
Portland, OR 97220  
Tel: (503) 528-3500  
Fax: (503) 528-3799

### **Expeditors International**

2508 N Marine Dr.  
Portland, OR 97217  
Tel: (503) 254-3707  
Fax: (503) 254-3758

### **Gallagher Transport Int'l**

11013 39<sup>th</sup> Street, Suite A  
2515 E. Evergreen Blvd

Vancouver, WA 98628  
Tel: (503) 255-8101  
(360) 750-8830  
Fax: (360) 750-8722

**Global Trading Resources, Inc.**

12695 NE Marx St.  
Bldg. 12 Pacific Business Park  
Portland, OR 97230  
Tel: (503) 262-5506  
Fax: (503) 262-5511

**TLR (Total Logistics Resource)**

5362 NE 112th  
Portland, OR 97220  
Tel: (503) 257-0513  
Fax: (503) 257-0510

**UPS Supply Chain Solutions**

15311 NE Airport Way  
Portland, OR 97230  
Tel: (503) 251-2215  
Fax: (503) 251-5612



**INTERNATIONAL LAWYERS**

This is a partial listing. For a comprehensive directory, please see the Yellow Pages.

**Akana Ma, Attorney**

One SW Columbia, Ste 777  
Portland, OR 97258  
Tel: (503) 997-2200  
Fax: (503) 695-3459

**Ater Wynne, LLP**

Attorney at Law  
222 SW Columbia, Suite 1800  
Portland, OR 97201  
Tel: (503) 226-1191  
Fax (503) 226-0079

**Bartoloni Law Group P.C.**

One World Trade Center  
121 SW Salmon, Suite 1030  
Portland, OR 97204  
Tel: (503) 225-0702  
Fax (503) 227-0739

**BTI International Law Office, LLC**

5285 SW Meadows Rd, Ste 370  
Lake Oswego, OR 97035  
Tel: (503) 620-3343  
Fax: (503) 670-7999

**Davis Wright Tremaine LLP**

1300 SW Fifth Ave., Suite 2300  
Portland, OR 97201-5682  
Tel: (503) 778-5303  
Fax (503) 778-5299

**Emory Law Group, P.C.**

Benjamin Franklin Plaza  
1 SW Columbia, Suite 1880  
Portland, OR 97258  
Tel: (503) 226-6499  
Fax (503) 226-2201

**Marger, Johnson, McCollom, P.C.**

1030 SW Morrison  
Portland, OR 97205  
Tel: (503) 222-3613  
Fax (503) 274-4622

**Miller, Nash, LLP**

111 SW 5th, Suite 3400  
Portland, OR 97204  
Tel: (503) 224-5858  
Fax (503) 224-0155

**Preston, Gates, Ellis, LLP**

222 SW Columbia Street  
Suite 1400  
Portland, OR 97204  
Tel: (503) 228-3200  
Fax: (503) 248-9085

**Perkins Coie**

1120 NW Couch St  
Portland, OR 97209  
Tel: (503) 727-2000  
Fax (503) 727-2222

## Translation Services

**See also Translators and Interpretation in your local Yellow Pages.**

### **AT&T Translation Services**

- The service is similar to three-way calling or teleconferencing with a translator.

Information: 1-800-752-6096

Service: 1-800-628-8486 (in the USA)

Service: 1-408-648-5871 (Abroad)

### **Simultaneous Wireless Interpretation**

305 Broadway

New York, NY 10007

Tel: (212) 227-7440 or 1-800-221-7242

[www.swiservice.com](http://www.swiservice.com)

### **Translators On the Web**

Tel: +49 (30) 69566-400

Fax: +49 (30) 69566-210

[www.translators-on-the-web.com](http://www.translators-on-the-web.com)

### **Translation Wizard**

[www.faganfinder.com/translate](http://www.faganfinder.com/translate)

### **ViaLanguage**

813 SW Alder, Suite 400

Portland, OR 97205

Tel: (503) 23-2007

Fax: (503) 243-1968

<http://vialanguage.com>

## TRADE ASSOCIATIONS

### **American Council For Trade in Service**

Executive Bldg., Suite 1030  
1030 Fifteenth St., NW  
Washington, DC 20005  
Tel: (202) 842-1030

### **ASEAN-US Business Counseling**

1101 17<sup>th</sup> Street NW, Suite 411  
Washington, D.C. 20036  
Tel: (202) 289-1911

### **African Chamber of Commerce-NW**

2001 6<sup>th</sup> Avenue, Suite 2600  
Seattle, WA 98121  
Tel: (206) 956-3151

### **American Electronics Association**

5285 SW Meadows Road Ste. 200  
Lake Oswego, OR 97035  
Tel: (503) 624-6050

### **American Marketing Association-Oregon**

P. O. Box 82  
Portland, OR 97207  
Tel: (503) 222-9204

### **Chamber of Commerce of Latin America in The U.S., Inc.**

1 World Trade Center, Suite 2343  
New York, NY 10048  
Tel: (212) 432-9313

### **Chinese Chamber of Commerce**

730 Sacramento Street  
San Francisco, CA 94108  
Tel: (415) 982-3000

### **Chinese External Trade Association**

555 Montgomery St., Suite 603  
San Francisco, CA 94111  
Tel: (415) 788-4304

### **Clean Rivers Cooperative**

200 SW Market St., Suite 190  
Portland, OR 97201  
Tel: (503) 228-4361

### **Columbia Corridor Association**

P.O. Box 55651  
Portland, OR 97238  
Tel: (503) 287-8686

### **Columbia River Customs Broker Assoc.**

200 SW Market Street, Suite 190  
Portland, OR 97201  
(503) 220-2092

### **Columbia River Economic Development Council**

1101 Broadway, Suite 120  
Vancouver, WA 98660  
Tel: (360) 694-5006  
Fax (360) 694-9927

### **Columbia River Shippers Association**

200 SW Market, #190  
Portland, OR 97201  
Tel: (503) 228-4361  
Fax (503) 295-3660

### **Columbia River Towboat Association**

200 SW Market St., Suite 190  
Portland, OR 97201  
Tel: (503) 228-4361

### **District Export Council**

c/o U.S. Dept. of Commerce  
One World Trade Center  
121 SW Salmon St., Suite 242  
Portland, OR 97204  
Tel: (503) 326-3001

### **Fort Vancouver Seafarer's Center**

P. O. Box 1102  
Vancouver, WA 98666  
Tel: (360) 694-9300

### **Foundation for Russian American Economic Cooperation**

Carol Vipperman, President  
2601 4<sup>th</sup> Avenue, Suite 310  
Seattle, WA 98121  
Tel: (206) 443-1935

### **International Assoc. of Business**

**Communicators**

One Hallidie Plaza, Suite 600  
 San Francisco, CA 94102  
 Tel: (415) 544-4700

**Japan America Society of Oregon**

Dixie McKeel, Executive Director  
 221 NW Second Ave.  
 Portland, OR 97209  
 Tel: (503) 228-9411

**JETRO- San Francisco**

235 Pine Street, Suite 1700  
 San Francisco, CA 94104  
 Tel: (415) 392-1333  
 Fax (415) 788-6927

**Korean Trade Promotion Corporation**

4801 Wilshire Blvd., Suite 104  
 Los Angeles, CA 90010  
 Tel: (323) 954-9500

**Latin America Trade Council of Oregon**

Tom Miles, Executive Director  
 1470 SW Woodward Way  
 Portland, OR 97225  
 Tel: (503) 292-0107

**Legislative Committee on Trade and Economic Development**

900 Court Street NE, Room 453  
 Salem, OR 97301  
 Tel: (503) 986-1813

**Maritime Fire & Safety Association**

200 SW Market Street, Suite 190  
 Portland, OR 97201  
 Tel: (503) 228-4361

**The Merchant's Exchange of Portland**

200 SW Market Street, Suite 190  
 Portland, OR 97201  
 (503) 228-4361

**National Association of Credit Managers Oregon Inc.**

7931 NE Halsey St. Ste. 200  
 Portland, OR 97213  
 Tel: (503) 257-0802

**Northwest Environmental Business Council (NEBC)**

Alaska, Idaho, Montana, Oregon, Washington  
 David Welsh, Executive Director

**Regional & Oregon office**

P.O. Box 672  
 Portland, OR 97207  
 (503) 227-6361  
 Fax (503) 222-5050

**Northwest China Council**

102 NW 4<sup>th</sup> Avenue  
 Portland, OR 97209  
 Tel: (503) 973-5451

**Northwest Food Processor Association**

9700 SW Capitol Hwy, Suite 250  
 Portland, OR 97219  
 Tel: (503) 639-7676

**Northwest Wood Products Association**

64672 Cook Avenue, Suite B  
 Bend, OR 97701  
 Tel: (541) 385-5353  
 Fax (541) 385-5335

**Oregon Agri. Commodity Commission**

Department of Agriculture  
 1207 NW Naito Parkway, Suite 104  
 Portland, OR 97209  
 Tel: (503) 872-6600

**Oregon APEC Education & Research Alliance**

One World Trade Center  
 121 SW Salmon Street, Suite 210  
 Portland, OR 97204  
 Tel: (503) 279-9382

**Oregon Bioscience Association**

P.O. Box 231118  
 Portland, OR 97281  
 (503) 241-7802

**Oregon Environmental Council**

520 SW 6<sup>th</sup> Avenue, Suite 940  
 Portland, OR 97204  
 Tel: (503) 222-1963

**Oregon Feed, Seed, Grain & Suppliers Association**

2380 NW Roosevelt  
 Portland, OR 97210  
 Tel: (503) 226-2758  
 Fax (503) 224-0947

**Oregon Gourmet Foods Association**

1200 NW Naito Parkway #290  
 Portland, OR 97209  
 Tel: (503) 221-3030

**Oregon Public Ports Association**

727 Center St. NE, Suite 300  
 Salem, OR 97301  
 Tel: (503) 585-1250

**Oregon State Bar**

5200 SW Meadows Rd.  
 Lake Oswego, OR 97035  
 Tel: (503) 620-0222

**Oregon State of Certified Public Accountants**

P.O. Box 4555  
 Beaverton, OR 97076-4555  
 Tel: (503) 641-7200

**Oregon Trucking Associations, Inc.**

4005 SE Naef Road  
 Portland, OR 97267  
 Tel: (503) 513-0005

**Oregon Wheat Commission**

1200 NW Naito Pwky., Suite 520  
 Portland, OR 97209  
 Tel: (503) 229-6665  
 Fax (503) 229-6584

**Pacific Maritime Association**

101 SW Main St., Suite 330  
 Portland, OR 97204  
 Tel: (503) 827-4079

**Pacific Northwest Grain & Feed Association**

200 SW Market, Suite 348  
 Portland, OR 97201  
 Tel: (503) 227-0234  
 Fax (503) 227-0059

**Pacific Northwest Int'l Trade Assoc.**

Karen Wilde Goddin, Executive Director  
 121 SW Salmon St., Suite 1100  
 Portland, OR 97204  
 Tel: (503) 471-1399  
 Fax (503) 549-2110

**Pacific Northwest Waterways Association**

1500 NE Irving Street, Suite 540  
 Portland, OR 97232

Tel: (503) 234-8550

Fax (503) 234-8555

**Pacific Rim Trade Association**

526 NW Marlborough  
 Portland, OR 97210  
 Tel: (503) 241-4259  
 Fax (503) 241-4259

**Portland Air Cargo Association**

P. O. Box 55983  
 Portland, OR 97238-5983  
 Tel: (503) 788-1195

**Portland Steamship Operators Association**

200SW Market Street, Suite 190  
 Portland, OR 97201  
 Tel: (503) 220-2518

**Propeller Club - Port of Columbia River Chapter**

200 SW Market St., Suite 190  
 Portland, OR 97201  
 Tel: (503) 288-4361

**Portland Business Alliance,  
International Trade Dept.**

221 NW Second Ave.  
 Portland, OR 97209-3999  
 (503) 228-9411  
 Fax (503) 228-5126

**Software Association of Oregon**

222 NW 5<sup>th</sup> Avenue, Suite 304  
 Portland, OR 97209  
 (503) 228-5401

**United States- Arab Chamber of Commerce**

8929 South Sepulveda Blvd. Ste 310  
 Los Angeles, CA 90045  
 Tel: (310) 646-1499

**U.S. Wheat Associates**

1200 NW Front, Suite 600  
 Portland, OR 97209  
 Tel: (503) 223-8123  
 Fax (503) 223-5026

**Vancouver Chamber of Commerce**

1101 Broadway, Suite 120  
 Vancouver, WA 98660  
 Tel: (360) 694-2588  
 Fax (360) 693-8279

**Washington Public Ports Association**

P. O. Box 1518  
Olympia, WA 98507  
Tel: (360) 943-0760  
Fax (360) 753-6176

**Western Wood Products Association**

522 SW 5th, Ste. 500  
Portland, OR 97204  
Tel: (503) 224-3930  
Fax: (503) 224-3934

**World Affairs Council of Oregon**

Jeffrey Markley, Executive Director  
620 SW Main Ste. 333  
Portland, OR 97205  
Tel: (503) 274-7488  
Fax (503) 274-7489

**World Trade Center-Portland**

One World Trade Center  
121 SW Salmon St., Suite 250  
Portland, OR 97204  
Tel: (503) 464-8888  
Fax (503) 464-8880

---

## ECONOMIC DEVELOPMENT AGENCIES

### **CCD Business Development Corporation**

Wayne Lozier, Exec. Director  
744 SE Rose  
Roseburg, OR 97470  
Tel: (541) 672-6728  
Fax: (541) 672-7011

### **COIC**

Ric Ingham, Manager  
Box 575  
Redmond, OR 97756  
Tel: (541) 548-8163  
Fax: (541) 548-3416

### **Columbia Pacific Economic Development District of Oregon**

Tony Hyde, Interim  
Box 598  
St. Helens, OR 97051  
Tel: (503) 397-2888  
Fax: (503) 397-6924

### **Corvallis-Benton County Economic Development Partnership**

Doug Sweetland, President  
1600 SW Western Blvd.  
Corvallis, OR 97333  
Tel: (541) 757-1507  
Fax: (541) 757-2556

### **Economic Development Dept. Josephine County**

Josephine County Courthouse  
Al Koski  
500 N. W. 6th Street  
Tel: (541) 474-5275

### **Eugene/Springfield Metropolitan Partnership, Inc.**

Jack Roberts, Director  
1401 Willamette Street 2<sup>nd</sup> Floor  
Eugene, OR 97401  
Tel: (541) 686-2741  
Fax: (541) 686-2325

### **GEODC**

Melissa Drugge, Exec. Director  
Tel: (541) 276-6745  
Fax: (541) 276-6071

### **Lane Council of Governments**

Steve Dignam, Program Manager  
99 East Broadway, Suite 400  
Eugene, OR 97401  
Tel: (541) 687-4682  
Fax: (541) 682.4099

### **Klamath County Econ Dev, Assoc.**

Tanya Dowse, Program Manager  
P.O. Box 1077  
Klamath Falls, OR 97601  
Tel: (541) 882-9600  
Fax: (541) 882-7648

### **Mid-Willamette Valley Economic Development District**

Ray Teasley, Program Manager  
105 High St, SE  
Salem, OR 97301  
Tel: (503) 588-6177  
Fax: (503) 588-6094

### **Northeast Oregon Economic Development District**

Lisa Lang, Exec. Director  
Tel: (541) 426-3598  
Fax: (541) 426-9058

### **Oregon Cascades Financial Services**

Mary Smith, Director  
P.O. Box 686 / 1400 Queen Ave.  
Albany, OR 97321  
Tel: (541) 924-8465  
Fax: (541) 967-4651

### **Salem Economic Development Corporation**

Larry Glassock, Director  
350 Commercial Street, NE  
Salem, OR 97301  
Tel: 503.588.6225  
Fax: 503.588.6240

**Southern Oregon Regional Economic  
Development, Inc.**

Gordon Safley, Exec. Director  
332 West Sixth Street  
Medford, OR 97501-2711  
Tel: (541)773- 8946  
Fax:(541)779-0953

---

---

**U.S. Department of Commerce  
Economic Development  
Administration**

Anne Berblinger  
One World Trade Center  
121 SW Salmon Street, Suite 244  
Portland, OR 97204  
Tel: 503.326.3078  
Fax: 503.326.6351

---

---



## FOREIGN TRADE ZONES (FTZ)

### **Zone No. 45, Portland**

Port of Portland  
Peggy J. Krause  
P. O. Box 3529  
Portland, OR 97208  
(503) 731-7537

### **Zone No. 184, Klamath Falls**

City of Klamath Falls Dock Commission  
Joseph Riker  
P. O. Box 237  
500 Klamath Ave.  
Klamath Falls, OR 97601  
(503) 883-5361

### **Zone No. 132, Coos County**

International Port of Coos Bay Commission  
Martin Callery, Director of Marketing  
125 Central, Suite 1215  
P. O. Box 1215  
Coos Bay, OR 97420  
(503) 267-7678

### **Zone No. 206, Medford-Jackson County**

Jackson County  
Burke M. Raymond  
10 South Oakdale  
Medford, OR 97501  
(503) 776-7269